Crude Oil Quality Association
(COQA)

Dennis L. Sutton

October 13, 2016
COQA’s Mission

- Ensure quality and consistency of crude oil are maintained from production to refinery
- Expand definition of quality beyond API gravity and sulfur
- Oppose indiscriminate alteration in quality, e.g. blending
- Promote communication between all sectors of industry
Welcome to the Crude Oil Quality Association!

The Crude Oil Quality Association (COQA) is dedicated to the belief that maintaining the integrity and consistency of the refining characteristics of crude oil streams is of importance to all parties involved in crude oil activity, from production locations to the refinery.

To this end, we hold three meetings annually. These meetings are open to the public and we welcome your attendance and involvement.

Upcoming COQA Events

**Houston to Host Fall COQA Meeting of 2016, October 12-13**

*Dates: 12 – 13 Oct, 2016*

The dates and venue for our Fall COQA meeting of 2016 have been set, so mark your calendars and join us in Houston, TX on **Wednesday October 12th** and **Thursday October 13th**. The format will be the same as we usually follow with subcommittee discussion, Advisory and Executive Board meetings on Wednesday (October 12), followed by the general meetings and speakers on Thursday (October 13), beginning with breakfast at 7:00 am. Our event will take place at the **Westin Oaks Houston** (not to be confused with the Westin Galleria Houston).
Meetings Policy

- Open forum for discussion of technical issues related to production, handling, transportation, and refining
- No restrictions on attendance or participation
- Consideration given to views of all
- Adhere to a strict anti-trust policy, and not discuss:
  - Price, pricing policy, cost, or discounts
  - Sales & production quotas, territories, allocations, shares
  - Endorsement or disparagement of products or services
  - Liabilities, warranties, guarantees, conditions of sale
  - Coercive practices or control of competition
Financial Support

- As a not for profit organization, we rely on the generous support of our corporate members.

- Our support is through
  - Annual memberships
    - Two levels of corporate membership
  - Event sponsors at our meetings
  - Individual Meeting Attendance fees
Our 2016 Corporate Sponsors

Amspec
BP
Chevron ETC
CHS
CVR Energy
ConocoPhillips
ExxonMobil Upstream
HollyFrontier
Intertek
KBC

LOOP
Marathon Petroleum
Marathon Pipeline
PBF Energy
Phillips 66
SGS
Shell Pipeline
Suncor Energy
Sunoco Logistics
Valero
Our 2016 Corporate Supporters

Baker Hughes
Cameron
Cenovus Energy
Dorf Ketal
GE
Haverly Systems
Hydrocarbon Publishing
Infineum
Inspectorate
L-K Industries

Maxxam Analytics
Merichem
North Dakota Pet. Council
Nalco Champion
Plains Marketing
Schneider Electric
Silverpeak Strategic Part.
US Dept. of Energy
Western Refining
Welcome to Our Newest Corporate Supporters

- L-K Industries- is a leading manufacturer of centrifuges and related oilfield testing equipment, having been in the business since 1930.
Welcome to Our Newest Corporate Supporters

Silverpeak Strategic Partners- is the commodity arm of Silverpeak, currently focused on energy assets. In 2014, Silverpeak purchased 100% ownership in North American Refining Limited, which includes the Come By Chance refinery.
Welcome to Our Newest Corporate Supporters

Cenovus Energy- Cenovus is a Canadian oil company with vast oil sands assets. In addition, they have 50% ownership in two U.S. refineries- Wood River, IL, and Borger, TX- that are part of their joint venture with Phillips 66.
Our Event Sponsors at this Meeting

Intertek

BUREAU VERITAS

INSPECTORATE

Critical Data. Real Time.

L-K

COQA
Upcoming Meetings

- **March 8 & 9- COQA meeting in New Orleans at the Hilton Riverfront**
  - Wednesday March 8 – Subcommittee and Board Meetings
  - Thursday March 9 – General Meetings

- **Mid 2017- St.Louis, MO**
  - We are working on the dates and venue
What’s New- the Big Picture

- Sept. 7- Canadian pipeline operator Enbridge agreed to buy Spectra Energy in a $28 Billion deal.
- Steadier oil prices??- After a tumultuous 2014 and 2015, crude oil prices are in their sixth month of trading in the $40 to $50 per barrel range.
- Late September- “OPEC Output Clash Flares”- WSJ- disagreement over production volumes
- Oil Output Stabilizes in North Dakota- After falling to the lowest level since 2014 in June, July production was up slightly.
- Sept. 28- “Shale Survives Oil Slump”- WSJ
Today’s Meeting

- We are pleased to coordinate with Hydrocarbon Publishing and the Opportunity Crudes Conference in the scheduling of this meeting.

- I know some of you have taken advantage of this and are attending both meetings.

- A request- Because of our room commitment here at the Westin, we are needing to verify the lodging choices of those attending our meeting. Thanks 😊
By Way of Announcement

- A reminder- the COQA now has an Executive Assistant- Crude Quality Inc. (George & Bill Lywood). They are responsible for coordination of meetings, web site maintenance, sponsorships, etc.
  - If in doubt, copy us both. 😊

- First time attendees?

- For lunch today, you are free to pick from the many nearby choices.
Questions?